

Message Text

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ACTION EUR-12

INFO OCT-01 EB-08 ISO-00 SSO-00 /021 W
-----096200 161108Z /10
O 161043Z JUN 78
FM AMEMBASSY PARIS
TO USDOC WASHDC IMMEDIATE
INFO SECSTATE WASHDC IMMEDIATE 3376

UNCLAS PARIS 19265

OIM/BED FOR PETER FIELD

E.O. 11652: N/A
TAGS: EIND, BEXP, FR
SUBJECT: SPODEX RESERVATION FOR SPACE AT SALON DE LA
NAVIGATION DE PLAISANCE (PARIS BOAT SHOW)

1. EMBASSY HAS RECEIVED LETTER FROM PRESIDENT-DIRECTOR
GENERAL OF SPODEX DATED JUNE 14 CONFIRMING RESERVATION
OF SPACE FOR 1979 SALON DE LA NAVIGATION DE PLAISANCE
(PARIS BOAT SHOW). LETTER DID NOT REPEAT NOT SPECIFY
AMOUNT OF SPACE RESERVED. WE CALLED IMMEDIATELY UPON
RECEIPT OF LETTER REGARDING THIS OVERSIGHT AND AGAIN
RECEIVED ORAL REPEAT ORAL ASSURANCE FROM PRESIDENT-
DIRECTOR GENERAL THAT WE WOULD RECEIVE 600 SQ METERS.
WE AGAIN PRESSED FOR COMMITMENT FOR POSSIBLE ADDITIONAL
SPACE AS WE HAVE REPEATEDLY IN PAST. WHILE IT IS OUR
IMPRESSION THAT ADDITIONAL SPACE MAY ULTIMATELY BE
AVAILABLE, SPODEX ADAMANTLY REFUSES ANY COMMITMENT TO
THIS EFFECT UNTIL OVERLL PLAN FOR SPACE
DEVELOPED BY MEETING OF BOAT SHOW COMMITTEE JUNE 20.

2. CONFIGURATION AND LOCATION OF SPACE WILL ALSO NOT
BE AVAILABLE UNTIL BOAT SHOW COMMITTEE DEVELOPS OVERALL
PLAN, ALTHOUGH IT IS PROBABLY THAT 600 SQ METERS MAY BE
DIVIDED INTO TWO OR THREE CONTIGUOUS SECTIONS.

UNCLASSIFIED

UNCLASSIFIED

PAGE 02 PARIS 19265 161107Z

3. PRICE OF SPACE IS 334 FRANCS PER SQUARE METER
(APPROXIMATELY US 73.50 DOLLARS AT CURRENT EXCHANGE
RATE), EXCLUSIVE OF TAXES, PLUS 100 FRANCS APPLICATION
FORM CHARGE PER EXHIBITOR. TVA OF 17.6 PERCENT IS
CALCULATED ON THIS AMOUNT BUT IS RECOVERABLE.

ADDITIONAL FEES ON WHICH TVA IS NOT CALCULATED:

- INSURANCE PER EXHIBITOR OF 200 FRANCS;
- TAX ON PROMOTION OF THE EXHIBITION IN FOREIGN MARKETS - 5 PERCENT ON THE TOTAL CHARGES.

PAYMENT TERMS FLEXIBLE, WITH NO PAYMENT REQUIRED PRIOR TO OCTOBER 1, 1978.

4. BOAT SHOW RESERVED EXCLUSIVELY TO MANUFACTURERS OR THEIR AGENTS IN FRANCE.

5. PARTS OR ACCESSORIES FOR INBOARD OR OUTBOARD MOTORS ARE NOT PERMITTED IN SHOW. THIS RESTRICTION AIMED AT PREVENTING NEW OR USED PARTS FOR ASSEMBLY INTO MOTORS IN EUROPE FROM BEING DISPLAYED.

6. EMBASSY FULLY AWARE OF USDOC'S URGENT NEED FOR PRECISE COMMITMENT ON LOCATION AND CONFIGURATION OF SPACE. THIS HAS BEEN REPEATEDLY CALLED TO ATTENTION OF FAIR AUTHORITIES TO THE POINT WHERE WE CONSIDER THAT FURTHER PRESSURE WOULD ONLY BE COUNTERPRODUCTIVE, AS THEY INSIST ON FOLLOWING THEIR ESTABLISHED PROCEDURES FOR ALLOCATING SPACE. EMBASSY REALIZES THIS IS NOT A SATISFACTORY SITUATION IN VIEW OF PLANNING AND RECRUITING TIMETABLE IN WASHINGTON. WE SEE NO ALTERNATIVE TO

UNCLASSIFIED

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PAGE 03 PARIS 19265 161107Z

ACCEPTING ORAL ASSURANCES FROM FAIR AUTHORITIES UNTIL LATER THIS MONTH IF WE WISH TO KEEP THIS SHOW IN IMC 1979 PROGRAM.

HARTMAN

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